

Message Text

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PAGE 01 STATE 053183
ORIGIN COME-00

INFO OCT-01 NEA-10 ISO-00 EB-08 /019 R

DRAFTED BY COMM/BIC/OED/SIPS/WRHAYDEN/SG
APPROVED BY EB/OCA/CD:WERAU
COMM/BIC/OED/SIPS/SSLEON
COMM/BIC/OED/OBOD/RECOHEN
COMM/BIC/CAGNE/CCLEMENT (PHONE)
STATE/NEA/AFN/TWILKINSON (PHONE)

-----101812Z 108761 /53

R 101519Z MAR 77
FM SECSTATE WASHDC
TO AMEMBASSY TUNIS

UNCLAS STATE 053183

E.O. 11652: NA

TAGS: BEXP, TS

SUBJECT: PRODUCT OPPORTUNITY - TUNISIA TENDER FOR MATCH-
STICKS

REF: 76 STATE 292632

1. DIAMOND INTERNATIONAL CORP. FORWARDED ANNUAL BID ON
MATCHSTICKS TO TUNISIAN MINISTRY OF FINANCE IN NOVEMBER
1976. A SECOND COPY WAS SENT BY USDOC TO EMBASSY NOV. 30,
1976 FOR TRANSMITTAL TO MINISTRY. DIAMOND HAS NOT LEARNED
RESULTS OF BIDDING.

2. IN DECEMBER 1975 MR. LOGAN OF EMBASSY SENT LETTER TO
MR. WAGNER OF DIAMOND ADVISING THAT DIAMOND LOST BID THAT
YEAR AND OFFERED SUGGESTIONS THAT WOULD POSSIBLY HELP
DIAMOND COMPETE BETTER, E.G., INCREASE MATCHCOUNT PER BOX
TO 5U, IMPROVE PACKAGING, QUOTE C.I.F., ETC. EMBASSY
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REPORTEDLY ADVISED THAT DIAMOND BID ONE DOLLAR PER THOUSAND
BOXES HIGHER THAN CONTRACT WINNER.

3. WAGNER ADVISES DIAMOND FOLLOWED EMBASSY RECOMMENDATIONS
AND ADJUSTED BID PRICE DOWNWARD, BUT NOTHING FURTHER HEARD
FROM MINISTRY. IT IS CLEAR FROM DIAMOND EFFORTS THAT IT

IS DETERMINED TO WIN CONTRACT VALUED BY WAGNER AT
ESTIMATED ONE MILLION DOLLARS. WE SHOULD APPRECIATE
STATUS REPORT OF BID, IF POSSIBLE, INCLUDING OTHER AREAS
DIAMOND MAY IMPROVE ITS BID PACKAGE FOR 1977.
VANCE

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 10-Mar-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977STATE053183
Document Source: CORE
Document Unique ID: 00
Drafter: BIC/OED/SIPS/WRHAYDEN/SG
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770083-0029
Format: TEL
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770372/aaaaclur.tel
Line Count: 67
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 32f33dba-c288-dd11-92da-001cc4696bcc
Office: ORIGIN COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 76 STATE 292632
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 10-Dec-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3148245
Secure: OPEN
Status: NATIVE
Subject: PRODUCT OPPORTUNITY - TUNISIA TENDER FOR MATCH- STICKS
TAGS: BEXP, TS
To: TUNIS
Type: TE
vdkgvwkey: odhc://SAS/SAS.dbo.SAS_Docs/32f33dba-c288-dd11-92da-001cc4696bcc
Review Markings:
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